

What is claimed is:

1 1. A method of brokering a real estate transaction, the method comprising:
2 (a) electronically communicating property information to potential
3 buyers over a computer network, the property information stored in a property
4 database including a plurality of property records, each property record
5 identifying a real estate property; and
6 (b) electronically communicating a real estate transaction document to
7 one of a seller party and a buyer party for use in conducting a transaction
8 between a seller and a buyer for the selected real estate property.

1 2. The method of claim 1, wherein electronically communicating the real
2 estate transaction document includes electronically transmitting the real estate
3 transaction document to one of the seller and buyer.

1 3. The method of claim 2, further comprising:
2 (a) receiving contact information from each of the seller and buyer for
3 the selected real estate property; and
4 (b) communicating the contact information for one of the seller and
5 buyer to the other of the seller and buyer.

1 4. The method of claim 1, wherein electronically communicating the real
2 estate transaction document includes electronically transmitting the real estate
3 transaction document to one of a seller's agent and a buyer's agent.

1 5. The method of claim 1, further comprising electronically transmitting the
2 real estate transaction document to a transaction facilitating entity.

1 6. The method of claim 5, wherein the transaction facilitating entity is
2 selected from the group consisting of an attorney, a mortgage provider and a title
3 provider.

1 7. The method of claim 1, further comprising scheduling a showing of the
2 selected real estate property online.

1 8. The method of claim 7, further comprising displaying to a buyer party a
2 calendar indicating available showing times.

1 9. The method of claim 1, further comprising electronically communicating
2 comparable information for the selected real estate property to at least one of a seller
3 and a buyer.

1 10. The method of claim 9, wherein electronically communicating comparable
2 information for the selected real estate property includes accessing a transaction
3 database including transactional information for a plurality of real estate transactions.

1 11. The method of claim 10, further comprising accessing the transaction
2 database to detect a covert transaction for the selected real estate property.

1 12. The method of claim 1, further comprising collecting a commission from
2 the seller party in response to completion of a real estate transaction for the selected
3 real estate property.

1 13. The method of claim 12, wherein the commission is based on a percentage
2 of the transaction price.

1 14. The method of claim 13, wherein the commission is one percent of the
2 transaction price.

1 15. The method of claim 12, wherein the commission is a fixed fee.

1 16. The method of claim 12, wherein collecting the commission includes
2 collecting the commission using an electronic payment transaction.

1 17. The method of claim 1, further comprising collecting a fixed fee from the
2 seller party for listing the selected real estate property in the property database.

1 18. The method of claim 1, further comprising collecting a fee from the seller
2 party for an enhanced service provided thereto.

1 19. The method of claim 1, wherein electronically communicating the real
2 estate transaction document includes at least one of communicating an offer,
3 communicating a counteroffer, communicating a rejection and communicating an
4 acceptance to one of the seller party and buyer party over the computer network.

1 20. The method of claim 19, further comprising collecting earnest money
2 from the buyer party using an electronic payment transaction.

1 21. The method of claim 20, wherein collecting earnest money from the buyer
2 party includes electronically depositing the earnest money in an escrow account.

1 22. The method of claim 19, wherein electronically communicating the real
2 estate transaction document includes conducting negotiations for a purchase contract
3 for the selected real estate property entirely through electronic communications.

1 23. The method of claim 22, wherein conducting negotiations for the purchase
2 contract for the selected real estate property are performed entirely through electronic
3 communications between a seller and a buyer.

1 24. The method of claim 19, wherein electronically communicating the real
2 estate transaction document includes conducting negotiations for a purchase contract
3 using an online real time interactive communications interface.

1 25. The method of claim 24, further comprising concurrently maintaining
2 separate private interactive communications between the buyer party and one of a
3 seller and a seller's agent from the seller party, and between the seller and the seller's
4 agent, while conducting negotiations for the purchase contract.

1 26. The method of claim 1, wherein electronically communicating the real
2 estate transaction document includes communicating a disclosure document to the
3 buyer party.

1 27. The method of claim 26, wherein electronically communicating the real
2 estate transaction document further includes:

3 (a) receiving disclosure information from the seller party via an online
4 interface;

5 (b) generating the disclosure document from the disclosure
6 information.

1 28. The method of claim 1, further comprising proactively notifying the buyer
2 party of property records in the property database that match a search criteria input by
3 the buyer party.

1 29. The method of claim 1, further comprising:

2 (a) electronically receiving property information for the selected real
3 estate property from the seller party; and

4 (b) electronically generating the property record from the property
5 information received from the seller party.

- 1 30. A method of negotiating a contract, the method comprising:
- 2 (a) electronically generating an offer by revising, under the direction
- 3 of a first party, an electronic form including an immutable contract term and a
- 4 mutable contract term, wherein revising the electronic form includes
- 5 configuring the mutable contract term;
- 6 (b) electronically transmitting the electronic form to a second party
- 7 with the electronic form incorporating the configuration made by the first
- 8 party;
- 9 (c) electronically generating a counteroffer by revising the electronic
- 10 form under the direction of the second party, wherein electronically generating
- 11 the counteroffer includes modifying the mutable contract term;
- 12 (d) electronically transmitting the electronic form to the first party
- 13 with the electronic form incorporating the revision made by the second party;
- 14 and
- 15 (e) electronically tracking revisions to the electronic form.

- 1 31. A method of brokering a real estate transaction, the method comprising:
 - 2 (a) electronically generating a disclosure document received from a
 - 3 seller party over a computer network; and
 - 4 (b) electronically communicating the disclosure document to a buyer
 - 5 party for use in conducting a transaction between a seller and a buyer for the
 - 6 selected real estate property.

1 32. A method of brokering a real estate transaction, the method comprising:
2 (a) electronically receiving scheduling information from one of a seller
3 party and a buyer party over a computer network, the scheduling information
4 stored in a scheduling record associated with a property record identifying a
5 real estate property; and
6 (b) electronically communicating the scheduling information to one of
7 the seller party and the buyer party for use in conducting a transaction between
8 a seller and a buyer for the selected real estate property.

1 33. The method of claim 32, wherein the scheduling information includes
2 available showing times for the selected real estate property, and wherein
3 electronically communicating the scheduling information to one of the seller party and
4 the buyer party includes:
5 (a) electronically communicating a selected showing time among the
6 available showing times from the buyer party to the seller party.

1 34. An apparatus, comprising:
2 (a) a memory; and
3 (b) a program resident in the memory and accessible by a buyer party
4 and a seller party, the program configured to store property information
5 received from the seller party over a computer network, and to electronically
6 communicate a real estate transaction document to one of the seller party and
7 the buyer party for use in conducting a transaction between a seller and a buyer
8 for the selected property.

1 35. The apparatus of claim 34, wherein the program is further configured to
2 electronically communicate the real estate transaction document by electronically
3 transmitting the real estate transaction document to one of the seller and buyer.

1 36. The apparatus of claim 35, wherein the program is further configured to:
2 receive contact information from each of the seller and buyer for the
3 selected real estate property; and to
4 communicate the contact information for one of the seller and buyer to
5 the other of the seller and buyer.

1 37. The apparatus of claim 34, wherein the program is further configured to
2 electronically communicate the real estate transaction document by electronically
3 transmitting the real estate transaction document to one of a seller's agent and a
4 buyer's agent.

1 38. The apparatus of claim 34, wherein the program is further configured to
2 electronically transmit the real estate transaction document to a transaction facilitating
3 entity, the transaction facilitating entity selected from the group of an attorney, a
4 mortgage provider, and a title provider.

1 39. The apparatus of claim 34, wherein the program is further configured to
2 schedule a showing of the selected real estate property online.

1 40. The apparatus of claim 39, wherein the program is further configured to
2 display to a buyer party a calendar indicating available showing times.

1 41. The apparatus of claim 34, wherein the program is further configured to
2 electronically communicate comparable information for the selected real estate
3 property to at least one of a seller and a buyer.

1 42. The apparatus of claim 41, wherein the program is further configured to
2 electronically communicate comparable information for the selected real estate
3 property by accessing a transaction database including transactional information for a
4 plurality of real estate transactions.

1 43. The apparatus of claim 42, wherein the program is further configured to
2 access the transaction database to detect a covert transaction for the selected real
3 estate property.

1 44. The apparatus of claim 34, wherein the program is further configured to
2 collect a commission from the seller party in response to completion of a real estate
3 transaction for the selected real estate property.

1 45. The apparatus of claim 44, wherein the program is further configured to
2 collect the commission by collecting the commission using an electronic payment
3 transaction.

1 46. The apparatus of claim 34, wherein the program is further configured to
2 electronically communicate the real estate transaction document by at least one of
3 communicating an offer, communicating a counteroffer, communicating a rejection
4 and communicating an acceptance to one of the seller party and buyer party over the
5 computer network.

1 47. The apparatus of claim 46, wherein the program is further configured to
2 collect earnest money from the buyer party using an electronic payment transaction
3 and to electronically deposit the earnest money in an escrow account.

1 48. The apparatus of claim 46, wherein the program is further configured to
2 electronically communicate the real estate transaction document by conducting
3 negotiations for a purchase contract for the selected real estate property entirely
4 through electronic communications.

1 49. The apparatus of claim 48, wherein the program is further configured to
2 conduct negotiations for the purchase contract for the selected real estate property
3 entirely through electronic communications between a seller and a buyer.

1 50. The apparatus of claim 46, wherein the program is further configured to
2 electronically communicate the real estate transaction document by conducting
3 negotiations for a purchase contract using an online real time interactive
4 communications interface.

1 51. The apparatus of claim 50, wherein the program is further configured to
2 concurrently maintain separate private interactive communications between the buyer
3 party and one of a seller and a seller's agent from the seller party, and between the
4 seller and the seller's agent, while conducting negotiations for the purchase contract.

1 52. The apparatus of claim 34, wherein the program is further configured to
2 electronically communicate the real estate transaction document by communicating a
3 disclosure document to the buyer party.

1 53. The apparatus of claim 52, wherein the program is further configured to
2 electronically communicate the real estate transaction document by receiving
3 disclosure information from the seller party via an online interface, and generating the
4 disclosure document from the disclosure information.

1 54. The apparatus of claim 34, wherein the program is further configured to
2 proactively notify the buyer party of property records in the property database that
3 match a search criteria input by the buyer party.

1 55. A program product, comprising:

2 (a) a program configured to be accessed by a buyer party and a seller
3 party, the program configured to store property information received from the
4 seller party over a computer network, and to electronically communicate a real
5 estate transaction document to one of the seller party and the buyer party for
6 use in conducting a transaction between a seller and a buyer for the selected
7 property.

8 (b) a signal bearing medium bearing the program.

1 56. A program product of claim 55, wherein the signal bearing medium
2 comprises at least one of a recordable medium and a transmission medium.